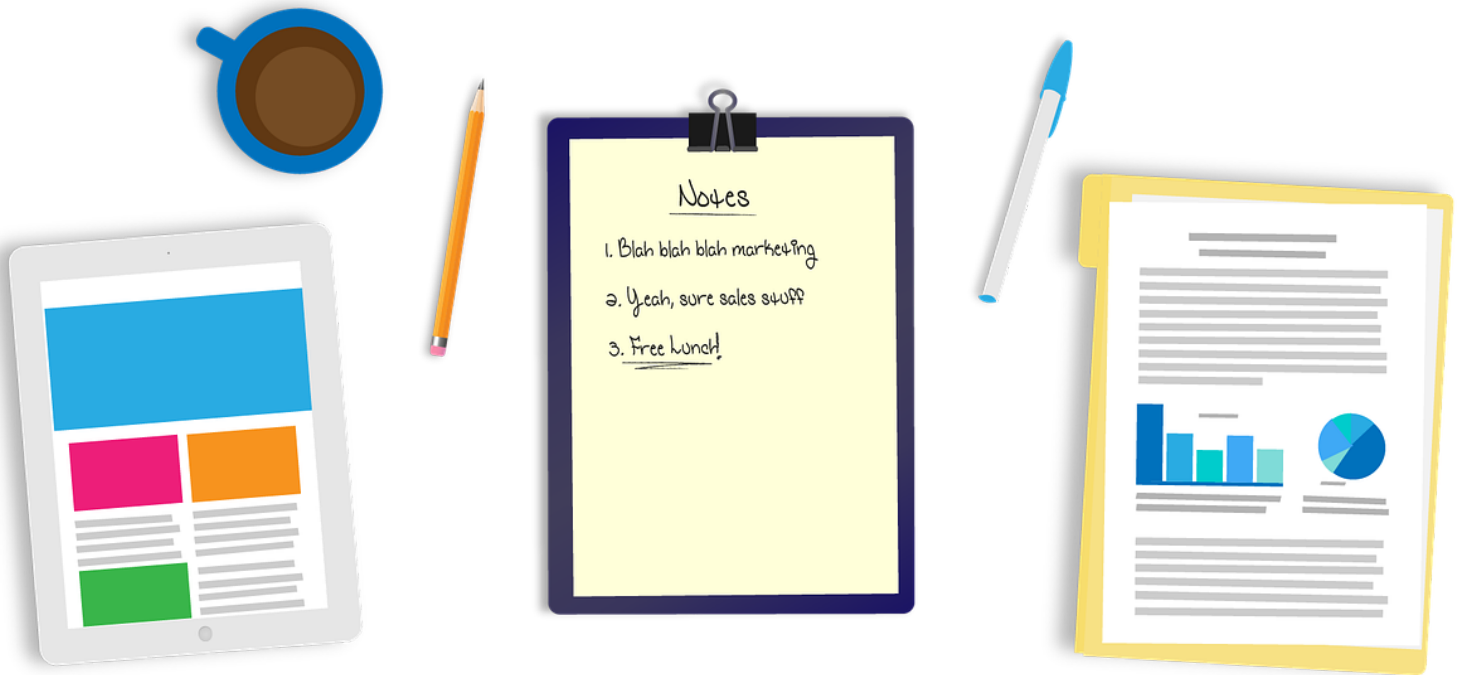




SALES TRAINING PROGRAM

Providing Tools to Strengthen & Retain Your Team



Stress Affects Sales Performance

Benefits of Stress Based Sales Trainings

Wonderment instills your sales leaders with tools and strategies that will better aid your sales reps to tap into improved self-reliance and success by training them how to:

- Eliminate distractions,
- Boost productivity,
- Better manage time,
- Enhance communication skills.

Heavy loads of negative, workplace-related stress are driving 30% of sales reps to leave their jobs (1). And the average cost of replacing a rep tops out at \$115,000(2).

If your sales leaders and reps are not managing stress appropriately, you could be losing your skilled sales reps to new opportunities. That attrition of talent creates lost revenue for the company, while at the same time increasing the cost of doing business.

Let Wonderment show you how to make sales-related stress work as a positive multiplier towards empowerment, production, and retention of your sales team.

www.WondermentLTD.com

919-267-6169

1 <https://www.monster.com/about/a/dangerously-stressful-work-environments-force-workers-to-seek-new-empl4162014-d3126696>

2 <https://meetmaestro.com/insights/the-cost-of-replacing-a-sales-rep/>



SALES TRAINING PROGRAM

Providing Tools to Strengthen & Retain Your Team

As every revenue leader knows, the strength, stability, and consistency of your sales force critically impacts the success of your organization.

Our sales trainings combine research-based learning with hands-on techniques that challenge reps to gain both the tools and understanding necessary to better manage negative stressors, while helping to reprogram their ways of operating in the face of stress.

Sales reps will boost their self-reliance as well as their time management skills.

Leaders will gain an understanding of simple, tactical ways to support their sales team.

Sales Training Objectives

- Reduce the effects of negative thinking on decision-making
- Communicate more effectively with team members and clients
- Employ simple breathing techniques to increase mental focus and to reduce negative stress
- Strengthen the ability to focus the mind and to be more productive amidst distractions.

Contact Wonderment today to discuss how this stress reduction training program can benefit your sales team



Science of Stress

Learn how the protective effects of good stress helps reps meet sales challenges in a more effective manner.

Learn how to step back and to see the bigger picture before reacting. Become aware of how habitual reactions can derail effectiveness.

Discover the clinical findings behind mindfulness, and practice breathing techniques that center the mind and deepen the ability to focus.



Time Management

Practice the art of active listening. Strengthen the ability to clearly define expectations and to communicate in a more effective manner. In addition, determine when to relinquish control and when to ask for help.

Learn how to prioritize the stress that naturally occurs in the sales environment and make small changes to work routines in order to enhance deeper productivity.